

MINDSHARE

2025 10-11 SEP

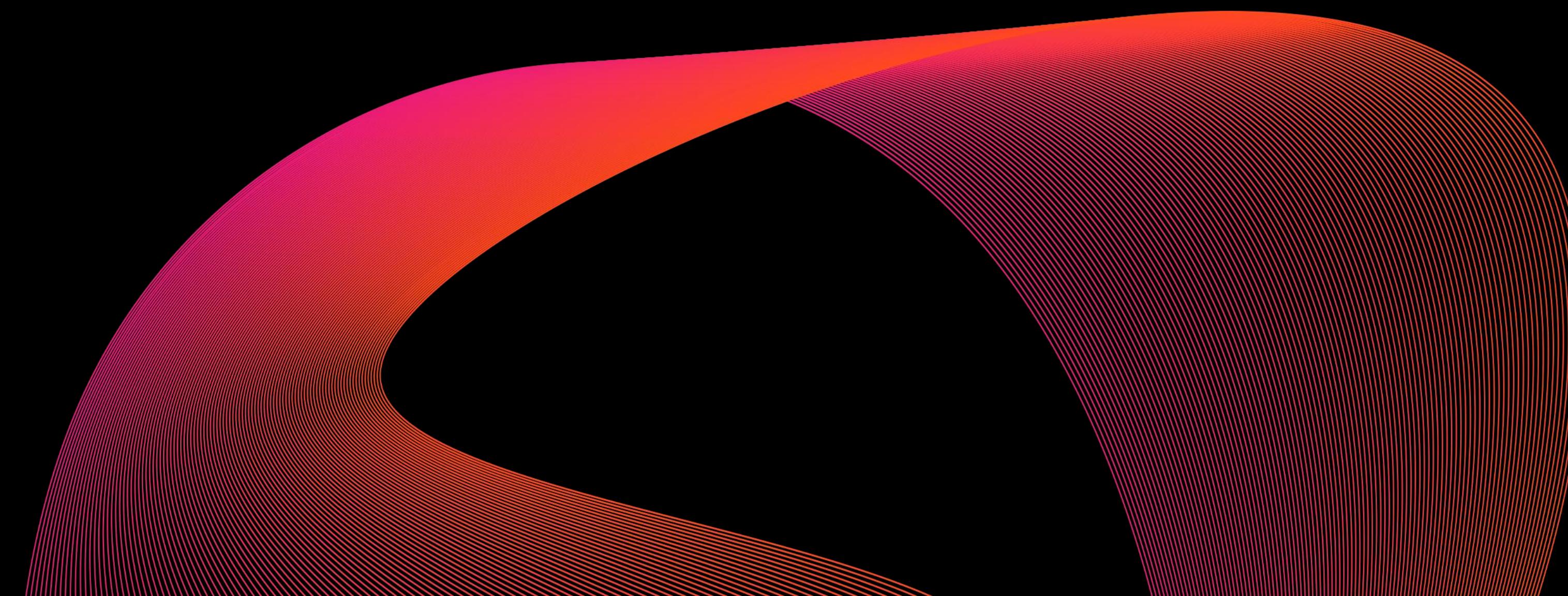
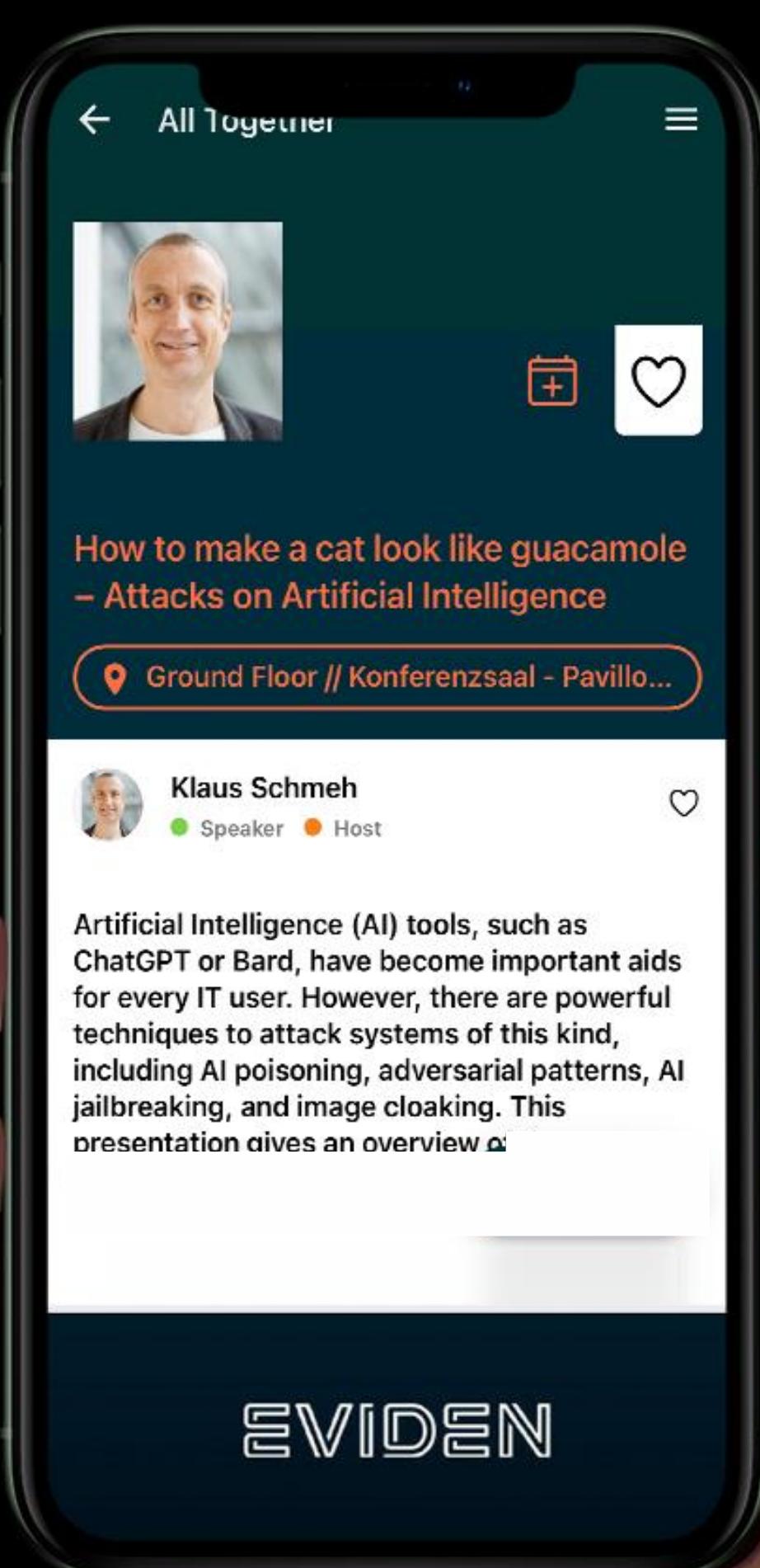
Securing  
Identity for  
our Digital  
Future

CYBERSECURITY  
LEADERSHIP FORUM

# MINDSHARE AGENDA



GET APP



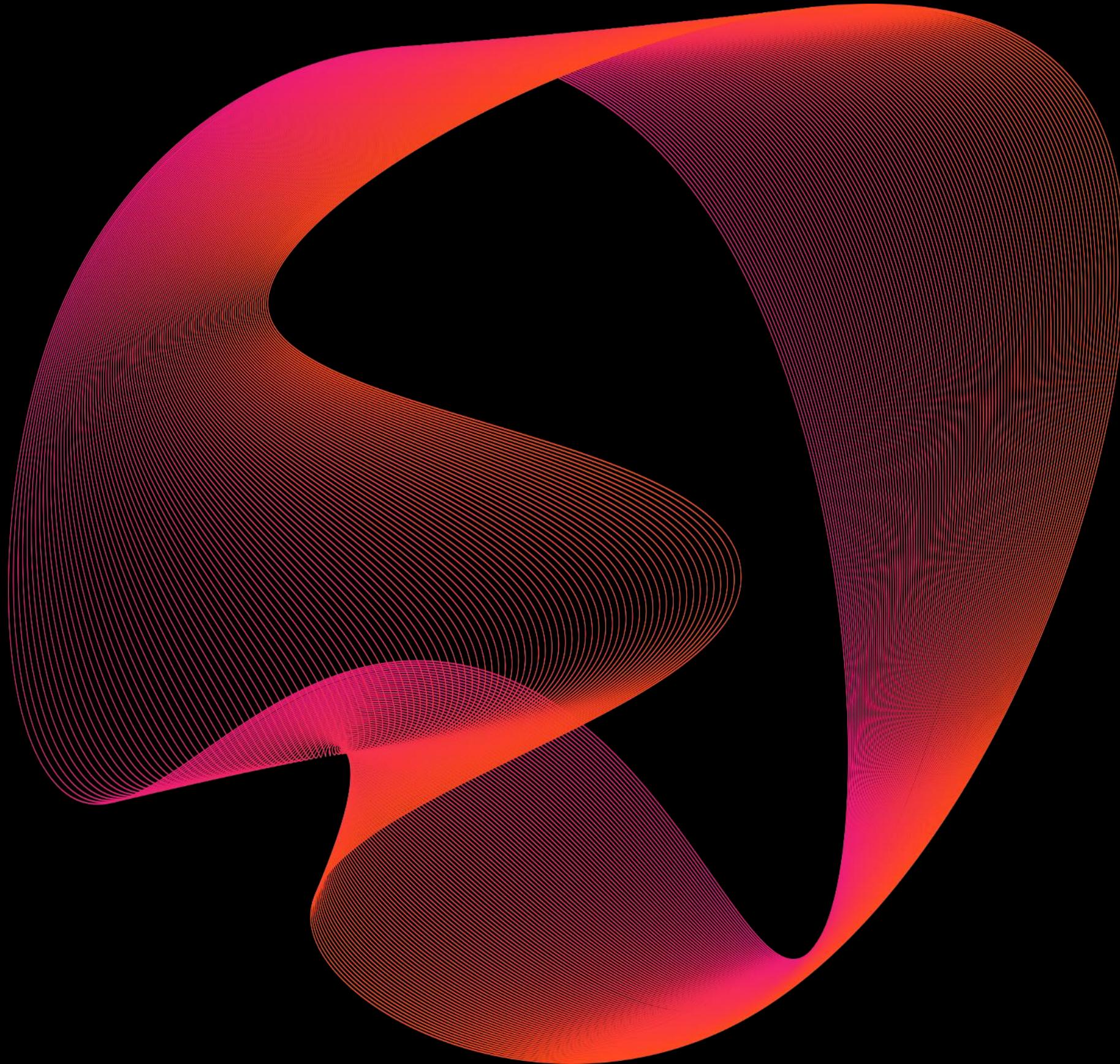
# Corentin Cordier

## Product Manager HSM/KMS

Navigating the balance between  
technological needs and regulatory  
constraints in the cloud  
*a case study*

# Customer challenges

## A leading bank and insurance company



- **Initial Need for SaaS:** The client initially requested a SaaS-based Key Management System, influenced by market trends and a competing SaaS offer.
- **Multi-Site Constraints:** The client operates across several international sites, each with unique compliance, latency, and integration requirements.
- **Cloud Complexity:** With existing services spread across GCP, Azure, AWS, and Salesforce, the KMS needed to seamlessly integrate into a multi-cloud environment.
- **Data Sovereignty & Control:** A critical concern was the need for full control over encryption keys and compliance with local data regulations.

# Customer requirements

1

## **Sensitive data security and compliance:**

They want to strengthen the protection of their critical information by integrating a digital vault solution with key management (HSM/KMS), which complies with regulations.

2

## **Interoperability and integration:**

The solution will have to integrate with existing infrastructures, in particular the PKI, while ensuring compatibility with the cloud environments used (GCP, Azure, AWS, Sales Force).

3

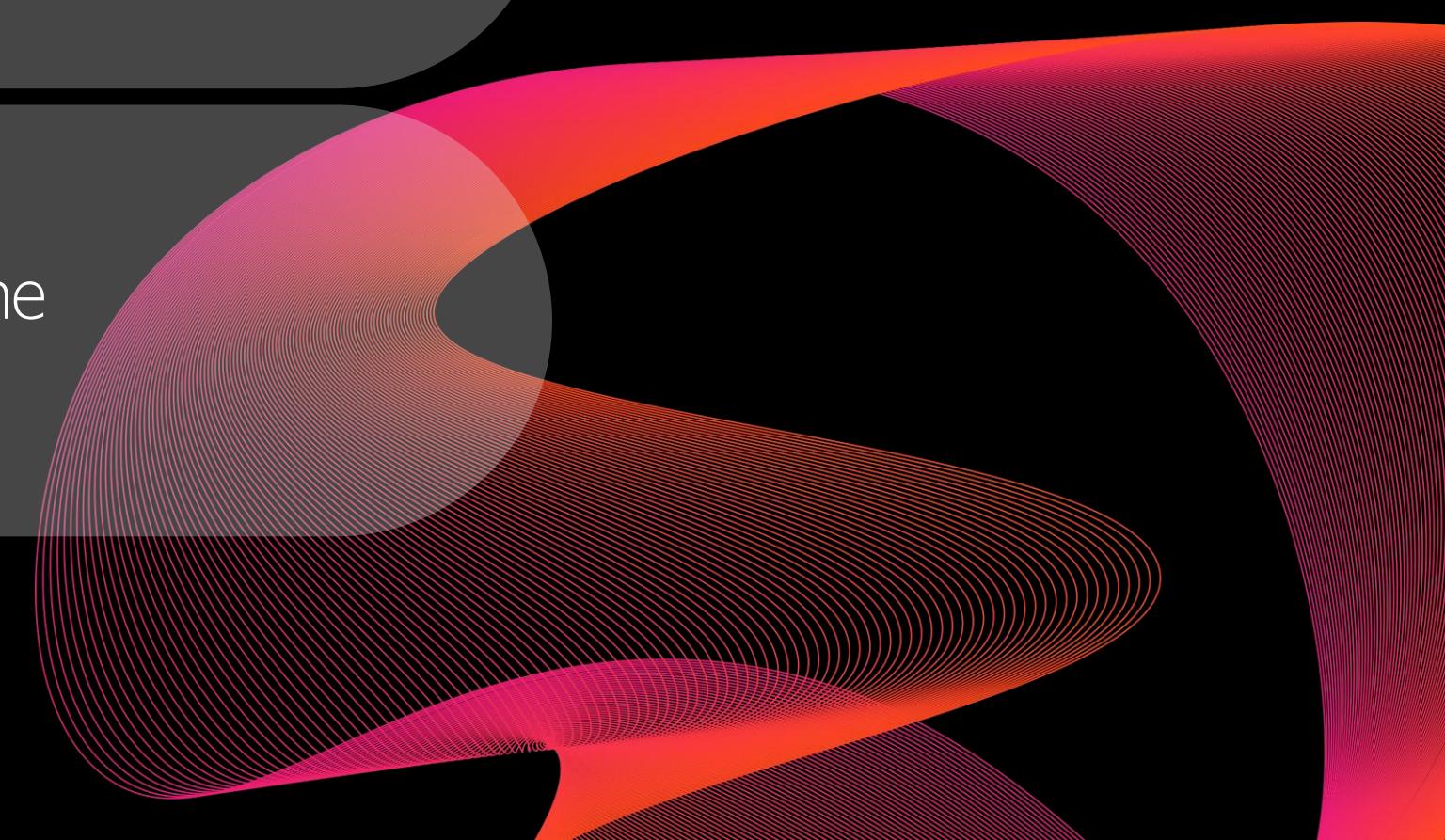
## **Flexibility and scalability:**

The successful bid should allow for centralized and automated key management, while ensuring scalability and adaptation to future business needs.

4

## **Demanding selection criteria:**

The offer will be evaluated on the technical robustness, the quality of the support, the expertise of the service provider and compliance with cybersecurity and resilience requirements.



# HSM Trustway Proteccio™

Certified cryptography to meet the highest sovereignty needs



- High level of security: high level of certification
- Simple and intuitive management
- 8 Virtual HSMs: Cryptographic Partitioning
- 100% French cryptography
- PQC-Ready
- Available in SaaS mode or On-Premise



ANSSI QR



CC EAL4+



SECRET OTAN



eIDAS



RESTREINT UE

# Next-generation Key Management System.

## Scalability and performance for application encryption

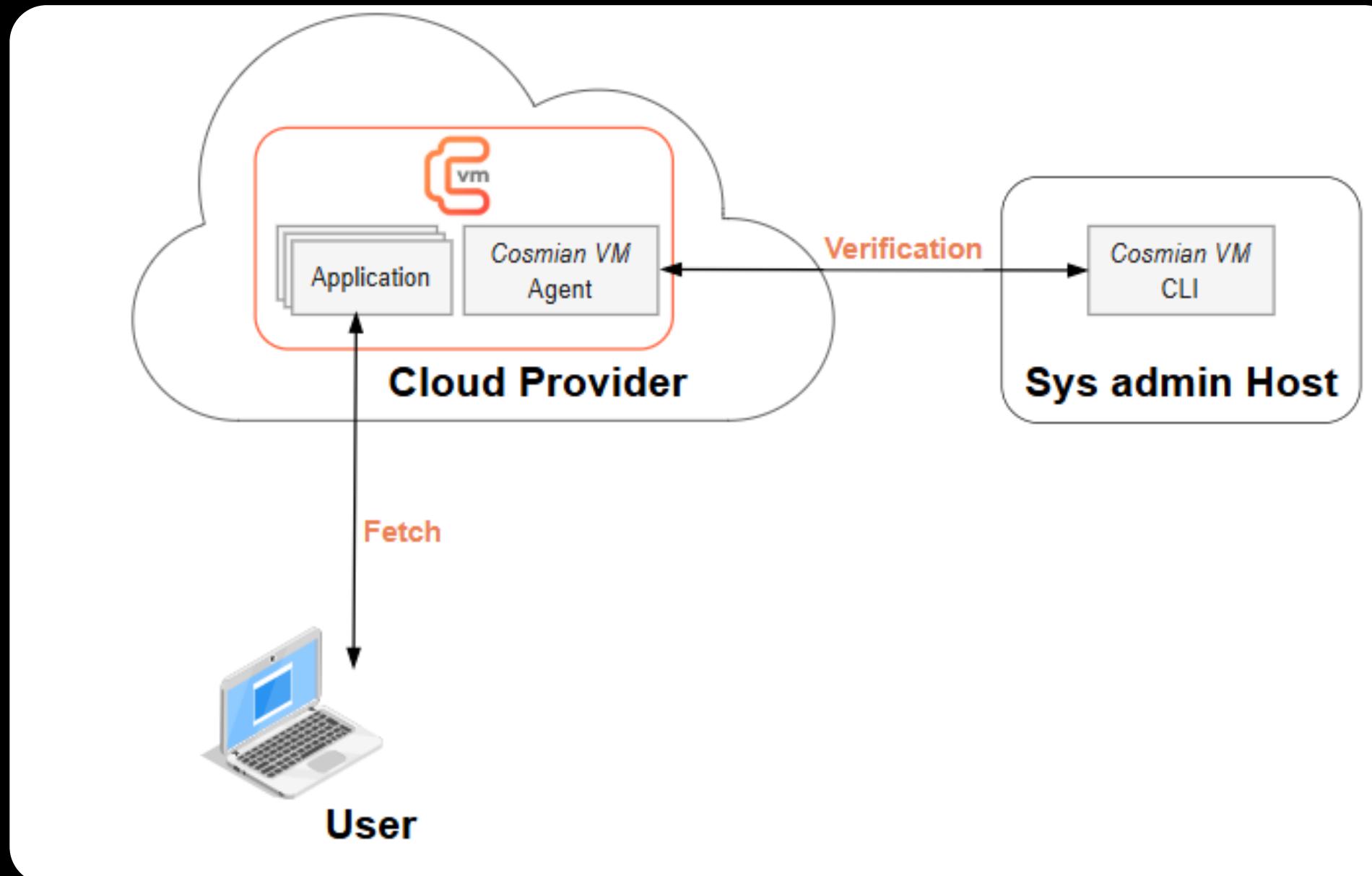


A high-performance KMS that's ready to be hosted in the public cloud.

- Key and certificate management
- Access to public key infrastructure
- Modern Encryption Library Integration
- High interoperability

# Confidential Computing

## How does it work ?



- Runs workloads inside a **Trusted Execution Environment (TEE)** a secure, isolated region of memory on the CPU.
- Data in use is encrypted** (memory & processing), complementing encryption at rest (storage) and in transit (network).
- Hardware-based isolation** ensures even system admins, cloud providers, or attackers with root access cannot see inside the TEE.
- Remote attestation** allows users to verify that the correct hardware, OS, and applications are running before trust is established.
- Applications run **unchanged**, no code modifications required to benefit from confidentiality.

**Cosmian** Key management system**Seamless integration**

There is no need to inject cryptographic libraries into users' applications, reducing the effort to change the code.

**Unified management**

Easily manage multiple identity operators, enabling encryption/decryption in various applications and use cases within a single software solution.

**Increased key security**

Keys remain in the KMS, eliminating the risk of losing keys if a device is stolen.

**Open Source**

Ensuring full transparency

**Improved reliability**

KMS developed in Rust, 70% fewer bugs and increased robustness.

**High scalability and flexible architecture**

Easily manage fluctuations in encryption and decryption workload with horizontal and vertical scalability. The KMS can be deployed as a single instance or as multiple instances.

**Superior interoperability**

Compliant with industry standards such as KMIP 2.1, PKCS11 support, API ready, compatible with many operating systems (Linux, macOS, Windows) and with Docker containerization.

**Pay as you Go**

A pay-as-you-go model that provides cost efficiency by aligning expenses directly with CPU usage.

**Trustway Proteccio™ HSM**

General purpose HSM



# Summary of strengths and added value of the offer

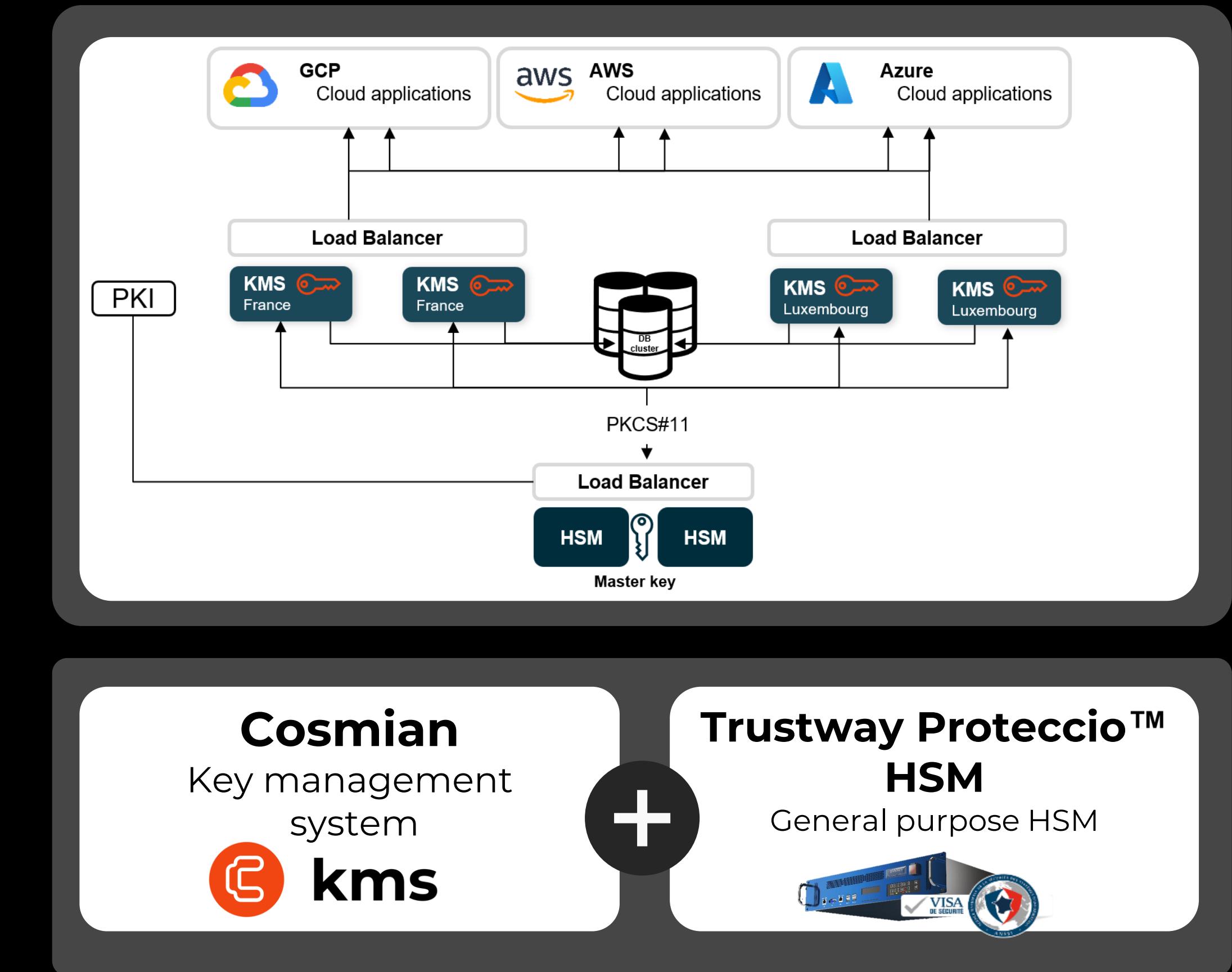
**1** 100% sovereign technology

**2** High-level security

**3** Control and independence

**4** Scalability and flexibility

**5** Expert support and strong commitment



# Our engagement



## Sovereign, Scalable and Resilient

Meets security and compliance requirements



## Key Benefits:

- Optimal Protection: Secure HSM anchoring for key and secret protection**
- Automated Management: Scalable KMS for flexibility in key management**
- Strict Compliance: Full compliance with security standards**
- Strategic Alignment: Support for France's digital sovereignty objectives**



## Support by Atos/Eviden:

End-to-end support for secure deployment

Risk-free transition to the new infrastructure

**Sovereign cybersecurity for a secure digital future**

# The methodology and governance



## Project Phases:

- **Scoping and Validation:**

Identification of needs

Conception

Configuration

Tests

Training

Going live



## Project Team:

- **Dedicated Profiles:**



Project Manager



Architect



Security Engineer



Consultant PKI



Expert support



Cybersecurity Trainer

- **Agile methodology:** Iterative deliveries, adaptation to customer's needs
- **Structured Governance**

## Questions

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## TAKE A MINUTE AND GIVE US FEEDBACK

